

Sales Associate

(Work from home + possible part-time travel)

As a team member on the direct sales team, you will identify, source, and close good-fit candidates for Alpine IQ services. Using practical selling skills, you balance reaching out to warm inbound prospects and managing self-generated leads for your own funnel, while also partnering closely with internal executives to accomplish organizational goals.

Our ideal teammate:

- Be able to learn and adapt (Is coachable)
- Has a passion and commitment to flourish in sales
- Has a positive outlook and a strong capacity to take charge of successes and failure scenarios
- Has exceptional consultative communication skills
- Can demonstrate a proven track record as a top producer
- Is helpful and non-combative when working with other colleagues

Your daily tasks:

- Position the value of Alpine IQ's technology offerings to all sized businesses
- Train and lead candidates through the buying funnel so they understand how impactful our software can be
- Manage a funnel of furnished and self-sourced contacts to develop relationships with and convert into customers
- Analyze and qualify leads to decide if Alpine IQ can be a strategic investment for their businesses growth
- Close new sales and grow existing business lines at or above set expectations
- Communicate market insights to company tech, sales, customer success, and executive teams. We want you to feel that we hear your voice, and your ideas drive the company's future innovation.

How to apply:

- Send relevant experience/ portfolio/ resume to friends@AlpineIQ.com
- Include a short cover letter
- You must be authorized to work in the U.S.

Confidence can sometimes hold you back from seeking your ideal career. But guess what, at Alpine IQ, there's no such thing as the "perfect" candidate. We want passionate employees that want to change the game and pioneer the future of high-risk business sectors.